

Federal Biobased Products Preferred Procurement Program (FB4P) Process for Industry Investigation

Designation Item

This section details the item that has been investigated for designation in the FB4P.

Item Investigated: De-Icers

Item Description: Agents that aid in the removal of snow and ice.

Industry Investigation

There are seven main sources of information used to gather data about items for designation. These include Internet search engines, the Thomas Register, industry associations, GSA and DLA federal specifications search engines, Javits-Wagner-O'Day Act, and biobased industry contacts. Each of these sources provides different results. The Internet search engines and the Thomas Register provide many results when a keyword is entered. However, when investigating products through the industry associations, GSA and DLA specifications searches, Javits-Wagner-O'Day Act, and biobased industry contacts, the results tend to be product or company specific. A lengthy, but thorough list of biobased companies which product the designation item can be developed best by utilizing all seven information sources.

Internet Search Engines

When searching the Internet, each search engine utilizes a different algorithm to find related topics. To maximize results and ensure correct data, keywords are entered into several search engines. Primary search engines include Google, Vivisimo, Alta Vista, and Yahoo.

Search Engine	Keywords	Results
Google	Biobased De-Icers Biobased Ice Melt	www.orisonllc.com www.premier-deicers.com www.iceshield.com www.uline.com www.interstateproducts.com www.midwestind.com www.ritekem.com succinic salts
Vivisimo	See Previous	www.morgro.com
Alta Vista	See Previous	www.comforthouse.com
Yahoo	See Previous	http://www.orisonllc.com Minnesota Corn Processors- Caliber

Thomas Register

The Thomas Register, a free web service found at <http://www.thomasregister.com/>, provides a database of over 173,000 companies that can be searched by company name, product name or keyword. Each result contains contact information and may also include other useful information such as a product catalog.

Keyword	Results
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Biobased De-Icers	No results found
Biobased Ice Melt	No results found

Industry Associations

Industry associations provide a good source to identify potential manufacturers, determine additional keywords for internet searches, and provide general descriptions of products within an item. Many associations maintain official websites with lists of member organizations and in some cases catalogs of available products.

Association Investigated / Contacted	Results
Biobased Manufacturers Association	www.anti-icers.com
United Soybean Board	www.iceban.com
National Corn Growers Association	www.grainprocessing.com
American Public Works Association	www.varied.com
Bare Ground Systems	
Pacific Northwest Snowfighters	
Snow and Ice Pooled Fund Cooperative Program	
Snow & Ice Management Association	
American Association of State Highway & Transportation Officials	

General Services Administration – Federal Specifications Search (<http://apps.fss.gsa.gov/pub/fedspecs/search.cfm>)

This search lists commercial item and federal specifications for different products.

Keyword	Results
Biobased De-Icers	No Results
Biobased Ice Melt	No Results

Defense Logistics Agency – ASSIST-Quick Search (<http://assist.daps.dla.mil/quicksearch>)

This search lists military, federal, and commercial item specifications.

Keyword	Results
Biobased De-Icers	No Results
Biobased Ice Melt	No Results

JWOD.com – Javits-Wagner-O’Day Act (<http://www.jwod.com>)

Products available for sale through JWOD.com are primarily items provided to the Federal Government under the Javits-Wagner-O’Day Act, JWOD, a mandatory source of supply for all Federal government employees. These products are manufactured by nonprofit agencies throughout the United States that employ people who are blind or have other severe disabilities.

Keyword	Results
Biobased De-Icers	DEICING-DEFROSTER FLUID

Biobased Ice Melt	No Results
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Biobased Company Contacts

Company contacts come as a result of interaction with government officials, researchers, and industry representatives. FB4P staff follow-up on personal referrals or potential leads to possible biobased products.

Company	Contact Person	Results
Earth Friendly Chemicals, Inc.	Mr. Jeremy Benson Mr. Craig Phelps	Ice Ban Performance Plus Ice Ban Ultra Ice Ban Treated Salt Ice Ban Summit
Orison Marketing, L.L.C.	Mr. Shawn McGlothlin	IceClear + IceClear LavFluid

Conclusion

The results from the seven information sources indicate that 3 manufacturing companies in the United States are currently producing De-Icers that may be considered for inclusion in the Federal Biobased Products Preferred Procurement Program.